

2007 LGBT

Economic Development Summit

Department of Small and Local Business
Development
Certified Business Enterprise Program

Erik A. Moses

November 3, 2007

TOP 10 MYTHS

Certification and Contracting Opportunities

- 1. Only ethnic minorities and women can qualify for disadvantaged business enterprise certification.**
- 2. The Department of Small and Local Business Development (DSLBD) awards contracts to businesses.**

TOP 10 MYTHS

Certification and Contracting Opportunities

- 3. DSLBD is a minority business set-aside program.**
- 4. DSLBD provides loans, grants and start-up capital.**

TOP 10 MYTHS

Certification and Contracting Opportunities

- 5. DSLBD manages the DC Supply Schedule.**
- 6. Only Certified Business Enterprises (CBEs) can enter into contracts with the District.**

TOP 10 MYTHS

Certification and Contracting Opportunities

- 7. Certification by other jurisdictions and agencies qualify as District Government CBEs certification.**
- 8. Maryland and Virginia small businesses can be waived into the CBE certification program.**

TOP 10 MYTHS

Certification and Contracting Opportunities

- 9. Subcontracting requirements applies only to the construction industry.**
- 10. Certification guarantees DC Government contract awards.**

DSLBD Contact Information

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Certifications That Benefit LGBT Business Owners

David P. Gragan, CPPO

Office of Contracting & Procurement

Acting Chief Procurement Officer

November 3, 2007

OVERVIEW

The Office of Contracting & Procurement (OCP), under the direction of the Chief Procurement Officer, was established by DC law in 1997 to provide contracting services for selected agencies and offices in the District of Columbia.

MISSION

The Mission of the Office of Contracting and Procurement is to provide contracting and procurement services and personal property management to District agencies in order for them to acquire quality goods and services in a timely and cost-effective manner.

OPPORTUNITIES FOR DOING BUSINESS WITH THE DISTRICT OF COLUMBIA

- ❑ Online Vendor Registration – an electronic process for identifying businesses available to provide equipment, supplies or services.
- ❑ Index of Business Opportunities – view and search for current solicitations and subcontracting opportunities.

To access each of these categories, please visit our website at www.ocp.dc.gov.

PARTNERSHIP

OCP works in partnership with the Department of Small and Local Business Development (DSLBD) and the business community to develop meaningful programs to benefit business owners and to promote economic development. One such program is the DC Supply Schedule Program (DCSS).

DC SUPPLY SCHEDULE OVERVIEW

OCP developed the DC Supply Schedule (DCSS) to assist in streamlining the purchasing process.

The DCSS, which was established in 2002, is the city's multiple award procurement program for providing products and services to District agencies. The program is similar to the General Services Administration (GSA) multiple award program.

DC SUPPLY SCHEDULE OVERVIEW- Continued

Only Local, Small and Disadvantaged Business Enterprises (LSDBEs) are eligible to apply for the DCSS.

Currently, there are eighteen (18) schedules that are open, and there are approximately 220 contracts on the DCSS. To view DCSS contracts, please visit our website at www.ocp.dc.gov, click onto List of Awarded Contracts.

DCSS SCHEDULES

1. Advertising, Novelties, Souvenirs, Promotional and Specialty Products
2. Audit & Financial Management Services
3. Engineering and Logistics Services
4. Food Services, Equipment and Management
5. Furniture and Furniture Management Services
6. Industrial Services
7. Industrial Supplies and Apparel
8. Information Technology, Equipment and Software
9. Laboratory Testing and Analysis Services
10. Marketing, Media and Public Information
10. Marketing, Media and Public Information
11. Medical Supplies and Equipment
12. Mission Oriented Business Integrated Services (MOBIS)
13. Moving and Logistics Services
14. General Office Supplies
15. Printing and Document Management Services
16. Security Equipment, Security Services and Emergency Preparedness
17. Temporary Support Services
18. Training Services and Products

GOALS AND OBJECTIVES OF THE DC SUPPLY SCHEDULE

The goals and objectives for the DCSS are:

- ☐ To provide greater opportunities for local, small and disadvantaged business enterprises (LSDBEs) to conduct business with the District.
- ☐ To provide a streamlined and cost-effective purchasing process.
- ☐ To assist District agencies in meeting their LSDBE goals.

HOW TO APPLY FOR THE DC SUPPLY SCHEDULE

Each solicitation is posted online. Visit the OCP website at www.ocp.dc.gov and click on DC Supply Schedule Solicitation/Application.

Follow the instructions and submit two (2) copies of your proposal to the OCP Bid Room, 441-4th Street, N.W., Suite 703 S, Washington, DC 20001.

MAJOR CRITERIA FOR APPLYING FOR DCSS

- ☐ Contractor must be certified by the Department of Small and Local Business Development.
- ☐ Contractor must adopt a federal multiple award price schedule consistent with the scope of the DCSS application. To obtain federal price schedule information log onto www.gsaelibrary.gsa.gov.
- ☐ Contractor must be in compliance with the tax laws of the District of Columbia.

CONTRACT AWARD

Once a contractor is awarded a DCSS contract, procurement personnel are able to competitively place task orders or delivery orders against the base DCSS contract.

Questions and Contact Information

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NGLCC Certification:

Bridging your LGBTBE to
Corporate America

Aditi Dussault

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National Gay & Lesbian Chamber of Commerce

November 3, 2007

LGBT Supplier Diversity

**Buying From The
LGBT Community**

**Marketing to the
LGBT Community**

**Pro LGBT
Workplace Policies**

LGBT Supplier Diversity

- Modeled after the NMSDC and WBENC national certification programs
- Direct link between LGBT business suppliers and corporate and government purchasers
- Business must be at least 51% LGBT owned, operated, and controlled

LGBT Supplier Diversity

Goals

- Connect the NGLCC certified businesses with participating corporations
- Recognize certified businesses and corporate partner participants
- Form alliances to create business opportunities for the LGBT business community

LGBT Supplier Diversity and You

The NGLCC looks forward to collaborating with you to ensure that you and your business have opportunities to learn about supplier diversity, meet corporate decision-makers, and reap the full value of the NGLCC:

- Local/Regional Match-Making Events
- Integrated On-Line Certification Process
- Supplier Diversity Initiative Collateral

LGBT Supplier Diversity and You

- To learn about the NGLCC and SDI Certification, please visit us online at:
<http://www.nglcc.org>
- To begin the online application, visit us online at:
<http://nglcc.cvmsolutions.com>

Questions and Contact Information

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